



An Energy Efficiency Workshop & Exposition

Kansas City, Missouri

***The Role of the Contracting Officer
In
Energy Savings Performance
Contracting***

David A. Crouch
Navy ESPC Team



Topics

- o Navy Selection Process
- o Your role as Contracting Officer



Navy Selection Process

- o Why do we do it?



Navy Selection Process

- Review past performance and reference data
- Schedule presentations with interested ESCO's
- Customer makes final selection after presentations
- We initiate “contractor identified” proposal through DoE



Your role as contracting officer

- Teacher
- Guide
- Facilitator
- Leader



Teacher

- o Process questions
- o Legal questions
- o Contract questions
- o Technical questions

- Assembling the right team
- Obtaining support at the right levels
- Finding experts at your activity
- Dealing with funding issues

- Things WILL go wrong
- Developing partnership relationships
- Understanding the ESCO's perspective

- Be proactive
- Don't be afraid to ask questions
- YOU have a direct impact on the success of the effort



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Make a difference.

***Be part of a rewarding and important
program.***